

## Message Text

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ORIGIN EA-14

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R 081827Z JAN 74

FM SECSTATE WASHDC

TO USLO PEKING

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L STATE 003450

E.O. 11652: GDS

TAGS: ETRD, BEXP, CH, US

SUBJECT: NCUSCT MEETING WITH PRCLO

1. IN JANUARY 7 MEETING BETWEEN NCUSCT (THEROUX) AND PRCLO (WANG T'EN-MING), CHINESE INFORMED NCUSCT THAT CCPIT DELEGATION WOULD NOT BE ABLE TO COME TO U.S. IN LATE MARCH-EARLY APRIL AS NCUSCT HAD ORIGINALLY REQUESTED. WANG SAID THAT LATE MARCH TIMING WOULD NOT GIVE SUFFICIENT TIME FOR PLANNING OF VISIT. THEROUX EMPHASIZED DESIRABILITY OF VISIT TAKING PLACE BEFORE MID-JUNE, SAYING THAT VISIT IN SUMMER MIGHT PRECLUDE CCPIT DELEGATION SEEING ALL IT WOULD BE INTERESTED IN. HE SOUNDED OUT WANG ON NCUSCT PRELIMINARY THINKING ON ORGANIZATION OF VISIT, I.E., ABOUT TEN DAYS DEVOTED TO MEETINGS WITH NCUSCT, SEMINARS WITH PROMINENT EXPERTS ON U.S. ECONOMY, BUSINESS AND TRADE, FOLLOWED BY EQUAL AMOUNT OF TIME DEVOTED TO SEEING FACTORIES, FARMS, AND OTHER PLACES OF INTEREST IN FOUR OR MORE LOCATIONS IN U.S. WANG ASKED THAT NCUSCT PROPOSE AND COORDINATE ITINERARY INASMUCH AS IT WAS HOST OF VISIT. HE SUGGESTED THAT SEMINARS INCLUDE AS MUCH

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CONCRETE EXPOSURE TO ACTUAL CONDITIONS IN U.S. AS

POSSIBLE, E.G., SESSIONS ON RETAILING SHOULD TAKE PLACE IN SUCH A WAY THAT CCPIT SUB-GROUP INTERESTED IN THIS COULD SEE U.S. RETAILING PRACTICES IN OPERATION AT STORES, ETC. WANG SAID HE WOULD REPORT NCUSCT WISHES ON VISIT TO CCPIT.

2. THEROUX EXPRESSED CONCERN THAT DELAY IN CCPIT DELEGATION VISIT COULD PREJUDICE CHANCES OF OBTAINING SUITABLE PREMISES FOR CHINESE TRADE EXHIBIT TENTATIVELY SCHEDULED FOR 1975. HE EMPHASIZED THAT CHOICE EXHIBITION HALLS ALREADY BOOKED SOLID THROUGH EARLY 1975, AND SAID THAT IT WAS ESSENTIAL TO DETERMINE SIZE, TYPE, LOCATION AND DATES OF EXHIBITION NOW OR WITHIN VERY NEAR FUTURE IN ORDER TO ENSURE THAT ADEQUATE HALL COULD BE BOOKED. WANG RESPONDED BY SAYING THAT HE THOUGHT BOOKING HALL WOULD NOT BE PROBLEM, "SINCE YOU (NCUSCT) WILL GET PREFERENTIAL TREATMENT". THEROUX EXPLAINED THAT IN U.S. CONTEXT THIS WAS NOT THE CASE AND NO PREFERENTIAL TREATMENT COULD BE OBTAINED FROM PRIVATE OR MUNICIPAL OPERATORS OF EXHIBITION HALLS. AFTER HEARING THEROUX'S PRESENTATION, WANG AGREED THAT IT MIGHT BE NECESSARY TO REACH MORE CONCRETE AGREEMENT ON EXHIBIT EVEN BEFORE CCPIT VISIT AND SUGGESTED THAT NCUSCT MIGHT HAVE TO SEND TEAM TO PEKING THIS SPRING TO ACCOMPLISH THIS. HE ASKED WHETHER THEROUX WOULD BE ATTENDING SPRING CANTON FAIR, INDICATING THAT PERHAPS THEROUX COULD THEN GO ON TO PEKING TO NEGOTIATE DETAILS OF EXHIBIT. HE SAID HE WOULD REPORT DISCUSSION TO CCPIT.

3. WANG SAID PRC WOULD ACCEPT NOMINATIONS FROM NCUSCT OF FIRMS WHICH MIGHT USEFULLY ATTEND SPRING CANTON FAIR AND ASKED FOR NAMES OF APPROPRIATE IMPORTERS. THEROUX PROMISED TO GET BACK TO HIM. WANG ALSO INDICATED THAT PRCLO "NOW" COULD RECOMMEND FIRMS ITSELF TO FTC'S AND IMPLIED THAT FTC'S WOULD ACCEPT PRCLO RECOMMENDATIONS. THEROUX RECEIVED IMPRESSION THAT PRCLO HAS RECEIVED QUOTA OF FIRMS WHICH CAN BE NOMINATED BY IT. WANG ALSO STATED THAT NUMBER OF AMERICAN FIRMS AT SPRING FAIR WOULD INCREASE, BUT DID NOT SAY BY HOW MUCH. KISSINGER

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## Message Attributes

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**Disposition Approved on Date:**  
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**Subject:** NCUSCT MEETING WITH PRCLO  
**TAGS:** ETRD, BEXP, CH, US, CCPIT, NCUSCT  
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